



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
P. O. BOX 50130
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W FERGUSON JR
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Michael Austin, Senior Buyer
Purchasing Division

RE: DEV710

DATE: January 25, 2007

The "Request for Quotation" for Applications Software for Large Systems, will not be scanned on the Internet due to the volume. Vendors may view the "Request for Quotation" at the office of the WV State Purchasing Division, 2019 Washington Street, East, Charleston, WV 25311. You may call me for an appointment at (304) 558-2316, fax: (304)558-4115 or e-mail maustin@wvadmin.gov.

Request for Quotations received from the following:

CDI IT Solutions
Rev Interactive
Terradon Communications Group

MA/wf

cc: File

A handwritten signature in black ink, appearing to read "Michael Austin".



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 DEV710

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 BUYER 32
 304-558-0492

RFQ COPY
 TYPE NAME/ADDRESS HERE

Terradon Communications Group
 PO Box 338
 Nitro, WV 25143

VENDOR

SHIP TO

WV DEVELOPMENT OFFICE
 ADMINISTRATION
 BUILDING 6, ROOM 645
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0311 304-558-0350

DATE PRINTED 12/05/2006	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 01/10/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		920-04		
<p>APPLICATIONS SOFTWARE FOR LARGE SYSTEMS</p> <p>DEVELOP A STANDARD PLATFORM AND TEMPLATE FOR THE INTERNET SITES OF THE VARIOUS DIVISIONS WITHIN THE WV DEPARTMENT OF COMMERCE PER THE ATTACHED SPECIFICATIONS.</p> <p>A MANATOARY PRE-BID MEETING SHALL BE HELD ON 12/20/2006 @ 2:00 PM, 1900 KANAWHA BLVD., EAST, BUILDING #6, CONFERENCE ROOM 6-A, CHARLESTON, WV. FAILURE TO ATTEND THE PRE-BID MEETING WILL RESULT IN BID DISQUALIFICATION.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>John A. Ash</i>	TELEPHONE 304-755-1324	DATE 1-24-2007
TITLE President	FEIN 55-0778021	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

Section III

Total Cost for Entire Project

Milestone	Cost
Milestone 1: Requirements Definition	\$140380.75
Milestone 2: Design	\$210571.12
Milestone 3: Development	\$210571.12
Milestone 4: Testing	\$70190.37
Milestone 5: Training	\$48076.15
Milestone 6: Implementation	\$45511.04
Milestone 7: Closeout	\$23396.79
Final Acceptance	0.00
TOTAL COST	\$748697.34

Total all-inclusive Projects Cost: **\$748,697.34** inclusive of a 12-month warranty.

Section IV

Detailed, Fixed Pricing for Project Outlined

TCG Proposes to provide services in accordance with this document for a lump sum price of \$748,697.34.

Milestones are outlined as the following:

Milestone	Cost
Milestone 1: Requirements Definition	\$140380.75
Milestone 2: Design	\$210571.12
Milestone 3: Development	\$210571.12
Milestone 4: Testing	\$70190.37
Milestone 5: Training	\$48076.15
Milestone 6: Implementation	\$45511.04
Milestone 7: Closeout	\$23396.79
Final Acceptance	0.00
TOTAL COST	\$748697.34

Above pricing includes the following:

3.3.2.1 Basic CMS Features	\$ 52642.58
3.3.2.2 Advanced CMS Features.....	\$ 157928.34
3.3.3.01 Multi-Language Support	\$ 39142.22
3.3.3.02 Site Search	\$ 22184.22
3.3.3.03 Interest-and Audience-targeted Landing Pages	\$ 16246.04
3.3.3.04 Cookie Trail (Bread-Crumb Trail) Navigation.....	\$ 2203.33
3.3.3.05 eNewsletter Opt-in, Contact Management	\$ 56222.69
3.3.3.06 Printed Publication Request Management	\$ 10201.00
3.3.3.07 Online Applications/Forms Management	\$ 30104.23
3.3.3.08 Site Tracking and Conversion/ROI Measurement	\$ 5126.34
3.3.3.09 Database-Driven Site Selection Search Interface	\$ 26343.33
3.3.3.10 Database-Drive Workforce and Community Profile Search Interface.....	\$ 51264.89
3.3.3.11 Interactive Mapping and Geographic Information Systems (GIS) ...	\$ 63255.11
3.3.3.12 RSS Feeds	\$ 15236.11
3.3.3.13 Industry-Managed Listings	\$ 80604.55
3.3.3.14 User Interface for Travel Planner	\$ 57289.72
3.3.3.15 Call Center Support Interface.....	\$ 22185.64
3.3.3.16 Lead Management Interface	\$ 40517.00

Pricing Assumptions/Clarifications

TCG's pricing is based on its understanding of the scope of work provided in the RFQ. Should its understanding vary greatly from the expectations of the Department of Commerce, a change order will be negotiated. TCG understood that the RFQ did not ask for hosting pricing. Pricing does not reflect hosting services. Hosting services can be negotiated if requested.